

Message Text

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PAGE 01 STATE 061112

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM:BIC:OED:JVOTTA:JW
APPROVED BY EB/OCA/REP/LAKLKLIEFORTH
COM:OED:BIC:JAMILLER
COM:BIC:OED:RLPRITCHARD

----- 114810

R 182323Z MAR 75
FM SECSTATE WASHDC
TO AMCONSUL FRANKFURT
INFO AMEMBASSY BONN

UNCLAS STATE 061112

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: FOREIGN BUYER PROGRAM - MAJOR GERMAN BUYING

--- COOPERATIVE, GROHAG

REF: FRANKFURT A-31, STATE A-2270

1. USDOC/BIC'S FOREIGN BUYER PROGRAM LOOKS FORWARD TO COOPERATING WITH PROPOSED GERMAN CONSUMER PRODUCTS PURCHASING TEAMS.
2. OUR ASSISTANCE TO QUALIFIED GROUPS IS OUTLINED IN REF. B. THIS ASSISTANCE COULD INCLUDE IDENTIFICATION OF U.S. SUPPLIERS, IDENTIFICATION OF APPROPRIATE TRADE SHOWS AND MARTS, ARRANGING OF APPOINTMENTS, AND THE POSSIBILITY OF PROVIDING AN ESCORT OFFICER FROM WASHINGTON OR THE DISTRICT OFFICES.
3. LAST YEAR WE ASSISTED A BUYING TEAM FROM KEY DEPARTMENT STORES IN TAIWAN WHO CONCENTRATED THEIR VISIT TO TRADE MARTS AND LEADING DEPARTMENT STORES IN CHICAGO, DALLAS AND NEW YORK. PURCHASES OF THE TEAM EXCEED 3 MILLION DOLLARS IN IMMEDIATE SALES.

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4. WHEN GERMAN PURCHASING TEAM IS SUFFICIENTLY ORGANIZED
TO QUALIFY UNDER REF. B, POST IS REQUESTED TO NOTIFY
FOREIGN BUYER STAFF PROJECT OFFICER PAT CASEY, OED/BIC
FOR ASSISTANCE. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: BIC:OED:JVOTTA:JW
Enclosure: n/a
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From: STATE
Handling Restrictions: n/a
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ISecure: 1
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Reference: 75 FRANKFURT A-31, 75 STATE A-2270
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Status: NATIVE
Subject: FOREIGN BUYER PROGRAM - MAJOR GERMAN BUYING --- COOPERATIVE, GROHAG
TAGS: BEXP, GE
To: FRANKFURT
Type: TE
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